

**PETCO Park**



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# PETCO Park



## Description

The PETCO Park management has the role of monitoring and maintaining the relationship between the City and the parties that use PETCO Park facilities, specifically the San Diego Padres Major League Baseball team. Management is also responsible for ensuring that both the City and the San Diego Padres comply with the contractual agreements set forth in the Joint Use and Management Agreement (JUMA).

In May 2012, the City Council approved a proposal to change the share of the City's revenues from non-baseball events from 70 percent City/30 percent Padres to 70 percent Padres/30 percent City. This provides an incentive for the Padres to conduct more special events and generate more revenue for the City. In exchange for the higher split, the Padres guarantee that the City will receive at least \$300,000 in special event revenue annually and increase their annual payment into the Ballpark Capital Expenditure Fund from \$250,000 to \$1.0 million.

During Fiscal Year 2012, Special Event Revenue was greater than expected primarily as a result of the Sales and Marketing staff booking more events than originally projected. Actual Special Event revenue was \$136,025 more than was budgeted, a 68 percent increase. With the success in getting 'Cavalia', an equestrian ballet, at PETCO (which started on November 1, 2012), local businesses will enjoy a projected \$10.0 million in new revenue with 200 new jobs and 7,000 hotel room nights. On June 13, 2012, the Padres held the Cisco Systems Customer Appreciation Event. This was the largest non-Padre event ever held at PETCO both in terms of attendance and revenue.

The City expects the Special Event Revenue to continue to increase over the coming years due to both a perceived economic recovery on the horizon, as well as the continued efforts being made by the Sales and Marketing staff at PETCO.



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## Department Summary

	FY2012 Actual	FY2013 Budget	FY2014 Proposed	FY2013–2014 Change
FTE Positions (Budgeted)	1.00	1.00	1.00	0.00
Personnel Expenditures	\$ 144,541	\$ 172,921	\$ 142,132	\$ (30,789)
Non-Personnel Expenditures	16,417,829	17,293,388	17,261,918	(31,470)
<b>Total Department Expenditures</b>	<b>\$ 16,562,371</b>	<b>\$ 17,466,309</b>	<b>\$ 17,404,050</b>	<b>\$ (62,259)</b>
<b>Total Department Revenue</b>	<b>\$ 18,154,699</b>	<b>\$ 17,397,100</b>	<b>\$ 16,494,163</b>	<b>\$ (902,937)</b>

## PETCO Park Fund

### Department Expenditures

	FY2012 Actual	FY2013 Budget	FY2014 Proposed	FY2013–2014 Change
PETCO Park	\$ 16,562,371	\$ 17,466,309	\$ 17,404,050	\$ (62,259)
<b>Total</b>	<b>\$ 16,562,371</b>	<b>\$ 17,466,309</b>	<b>\$ 17,404,050</b>	<b>\$ (62,259)</b>

### Department Personnel

	FY2012 Budget	FY2013 Budget	FY2014 Proposed	FY2013–2014 Change
PETCO Park	1.00	1.00	1.00	0.00
<b>Total</b>	<b>1.00</b>	<b>1.00</b>	<b>1.00</b>	<b>0.00</b>

### Significant Budget Adjustments

	FTE	Expenditures	Revenue
<b>Addition of Landscaping Expenditures</b> Addition of expenditures as a result of an increased contractual obligation for landscaping services.	0.00	\$ 2,339	\$ -
<b>Addition of Security Expenditures</b> Addition of expenditures as a result of an increased contractual obligation for security services at PETCO Park events.	0.00	2,000	-
<b>Equipment/Support for Information Technology</b> Adjustment to expenditure allocations according to a zero-based annual review of information technology funding requirements and priority analyses.	0.00	(2,207)	-
<b>Salary and Benefit Adjustments</b> Adjustments to reflect the annualization of the Fiscal Year 2013 negotiated salary compensation schedule, changes to savings resulting from positions to be vacant for any period of the fiscal year, retirement contributions, retiree health contributions, and labor negotiation adjustments.	0.00	(30,789)	-
<b>Non-Discretionary Adjustment</b> Adjustment to expenditure allocations that are determined outside of the department's direct control. These allocations are generally based on prior year expenditure trends and examples of these include utilities, insurance, and rent.	0.00	(33,602)	-
<b>Revised Revenue</b> Adjustment to reflect Fiscal Year 2014 revenue projections.	0.00	-	(902,937)
<b>Total</b>	<b>0.00</b>	<b>\$ (62,259)</b>	<b>\$ (902,937)</b>

# PETCO Park

## Expenditures by Category

	FY2012 Actual	FY2013 Budget	FY2014 Proposed	FY2013–2014 Change
<b>PERSONNEL</b>				
Personnel Cost	\$ 96,089	\$ 106,701	\$ 111,548	\$ 4,847
Fringe Benefits	48,452	66,220	30,584	(35,636)
<b>PERSONNEL SUBTOTAL</b>	<b>\$ 144,541</b>	<b>\$ 172,921</b>	<b>\$ 142,132</b>	<b>\$ (30,789)</b>
<b>NON-PERSONNEL</b>				
Supplies	\$ 974	\$ 5,890	\$ 5,890	\$ -
Contracts	4,957,291	5,782,617	5,786,956	4,339
Information Technology	130,181	167,473	140,004	(27,469)
Energy and Utilities	11,226	13,796	10,541	(3,255)
Other	1,501	197	612	415
Transfers Out	11,316,656	11,323,415	11,317,915	(5,500)
<b>NON-PERSONNEL SUBTOTAL</b>	<b>\$ 16,417,829</b>	<b>\$ 17,293,388</b>	<b>\$ 17,261,918</b>	<b>\$ (31,470)</b>
<b>Total</b>	<b>\$ 16,562,371</b>	<b>\$ 17,466,309</b>	<b>\$ 17,404,050</b>	<b>\$ (62,259)</b>

## Revenues by Category

	FY2012 Actual	FY2013 Budget	FY2014 Proposed	FY2013–2014 Change
Other Revenue	\$ 967,199	\$ 930,000	\$ 930,000	\$ -
Rev from Money and Prop	1,021,090	945,850	1,048,413	102,563
Rev from Other Agencies	4,410	11,321,250	-	(11,321,250)
Transfers In	16,162,000	4,200,000	14,515,750	10,315,750
<b>Total</b>	<b>\$ 18,154,699</b>	<b>\$ 17,397,100</b>	<b>\$ 16,494,163</b>	<b>\$ (902,937)</b>

## Personnel Expenditures

Job Number	Job Title / Wages	FY2012 Budget	FY2013 Budget	FY2014 Proposed	Salary Range	Total
20001222	Program Manager	1.00	1.00	1.00	\$46,966 - \$172,744	\$ 111,548
<b>FTE, Salaries, and Wages Subtotal</b>		<b>1.00</b>	<b>1.00</b>	<b>1.00</b>		<b>\$ 111,548</b>

	FY2012 Actual	FY2013 Budget	FY2014 Proposed	FY2013–2014 Change
<b>Fringe Benefits</b>				
Employee Offset Savings	\$ 2,361	\$ 3,300	\$ 3,450	\$ 150
Flexible Benefits	6,028	7,701	4,500	(3,201)
Long-Term Disability	549	627	621	(6)
Medicare	1,467	1,595	1,668	73
Other Post-Employment Benefits	2,112	6,327	6,287	(40)
Retiree Medical Trust	44	-	288	288
Retirement 401 Plan	177	-	1,150	1,150
Retirement ARC	31,917	40,909	8,130	(32,779)
Risk Management Administration	919	1,042	1,052	10
Supplemental Pension Savings Plan	2,190	3,300	-	(3,300)
Unemployment Insurance	326	319	333	14
Workers' Compensation	363	1,100	3,105	2,005
<b>Fringe Benefits Subtotal</b>	<b>\$ 48,452</b>	<b>\$ 66,220</b>	<b>\$ 30,584</b>	<b>\$ (35,636)</b>
<b>Total Personnel Expenditures</b>			<b>\$ 142,132</b>	

# PETCO Park

## Revenue and Expense Statement (Non-General Fund)

PETCO Park Fund	FY2012 Actual	FY2013* Budget	FY2014 Proposed
<b>BEGINNING BALANCE AND RESERVES</b>			
Balance from Prior Year	\$ (31,736)	\$ 1,151,678	\$ 1,925,919
<b>TOTAL BALANCE AND RESERVES</b>	<b>\$ (31,736)</b>	<b>\$ 1,151,678</b>	<b>\$ 1,925,919</b>
<b>REVENUE</b>			
Interest Earnings	\$ 35,967	\$ 50,000	\$ 50,000
Padres Rental Payment	570,850	570,850	598,413
Reimbursement from Padres for Police Services/Costs	967,199	930,000	930,000
Special Event Revenues	414,273	325,000	400,000
Transfer from Other Funds	4,410	4,200,000	14,515,750
Redevelopment Agency Loan Repayment	16,162,000	11,321,250	—
<b>TOTAL REVENUE</b>	<b>\$ 18,154,699</b>	<b>\$ 17,397,100</b>	<b>\$ 16,494,163</b>
<b>TOTAL BALANCE, RESERVES, AND REVENUE</b>	<b>\$ 18,122,963</b>	<b>\$ 18,548,778</b>	<b>\$ 18,420,082</b>
<b>OPERATING EXPENSE</b>			
Administrative and Project Costs	\$ 288,542	\$ 360,277	\$ 299,179
Debt Service Payment (Bond)	11,316,656	11,323,415	11,317,915
Landscaping Contract	56,870	77,980	80,319
Security Service Contract	13,654	15,000	17,000
Operations & Maintenance (Joint Ballpark Operating Expenses Contract)	3,882,527	4,314,637	4,314,637
Police Services	1,004,122	1,375,000	1,375,000
<b>TOTAL OPERATING EXPENSE</b>	<b>\$ 16,562,371</b>	<b>\$ 17,466,309</b>	<b>\$ 17,404,050</b>
<b>TOTAL EXPENSE</b>	<b>\$ 16,562,371</b>	<b>\$ 17,466,309</b>	<b>\$ 17,404,050</b>
<b>BALANCE</b>	<b>\$ 1,560,593</b>	<b>\$ 1,082,469</b>	<b>\$ 1,016,032</b>
<b>TOTAL BALANCE, RESERVES, AND EXPENSE</b>	<b>\$ 18,122,963</b>	<b>\$ 18,548,778</b>	<b>\$ 18,420,082</b>

\* At the time of publication, audited financial statements for Fiscal Year 2013 were not available. Therefore, the Fiscal Year 2013 column reflects final budget amounts from the Fiscal Year 2013 Adopted Budget. As such, current fiscal year balances and reserves are estimates of carryover from the previous fiscal year.



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